

National Aeronautics and  
Space Administration



# EXPLORE SMALL BUSINESS

where small business makes a **BIG** difference

## What To Know Before You Go!

**Robert Betts**  
Langley Research Center

**Bill Coppedge**  
Science Applications  
International Corp (SAIC)

# Housekeeping

- Questions will be held until the end of the webinar.
  - May be posted via the WebEx chat function, or emailed to [smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov) for individual follow up post call.
- Please keep your phones on mute when not speaking during the question and answer portion.

# About the Presenters

## **Robert O. Betts, Small Business Specialist, NASA Langley Research Center (LaRC)**

Mr. Robert O. Betts is the Small Business Specialist at the NASA Langley Research Center in Hampton, VA. As the Small Business Specialist, Mr. Betts plans, implements, monitors and manages the NASA Langley Research Center Small Business Program and serves as the Center advisor on all small business matters.

## **Bill Coppedge, Science Applications International Corp (SAIC)**

Mr. Bill Coppedge is the Research Services Group Manager on the Langley IT Enhanced Services II (LITES II) contract at NASA Langley Research Center. Prior to his current position, he was the Engineering Manager for Nova Technologies on a flight simulator engineering and maintenance contract for the U.S. Army 160th Special Operations Aviation Regiment at Ft. Campbell, KY



# Purpose

Provide attendees information and tips to have a more productive and successful outreach event.



# NASA Overview

- Vision: To discover and expand knowledge for the benefit of humanity.
- Mission Directorates include Aeronautics Research, Human Exploration and Operations, Science, and Space Technology.
- Ten Centers plus Jet Propulsion Laboratory organized into Space Centers, Research Center, and Shared Services Center.
- Visit [www.nasa.gov](http://www.nasa.gov) for more information.

# NASA SMALL BUSINESS SPECIALISTS AROUND THE COUNTRY



**Ames Research Center**  
Aerospace and Small Spacecraft  
Moffett Field, CA  
*Christine L. Munroe*

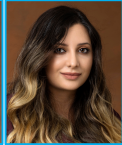


**Armstrong Flight Research Center**  
Atmospheric Research and Testing  
Edwards, CA  
*Robert Medina*



**Jet Propulsion Laboratory**  
Deep Space Robotic Rovers and Networks  
Pasadena, CA

*Felicia A. Bell  
Mary Helen Ruiz  
Matthew Christian  
Anna Havano*



**Johnson Space Center**  
Human Space Flight Operations  
Houston, TX

*Robert E. Watts  
Richard T. Slater  
Monica Craft*



**NASA Shared Services Center**  
Agency Contract Support  
Bay St. Louis, MS  
*Troy E. Miller*



**Stennis Space Center**  
Vehicle Engine Testing  
Bay St. Louis, MS  
*Kay S. Doane*

**Glenn Research Center**

Aeronautics and  
Spacecraft Technology  
Cleveland, OH  
*Eunice J. Adams-Sipp*



**Goddard Space Flight Center**

Science Missions and Telescopes  
Greenbelt, MD  
*Elizabeth A. Haase  
Jennifer D. Perez  
Sholainka Martyn*



**Langley Research Center**

Aviation and Space Research  
Hampton, VA  
*Robert O. Betts*



**Kennedy Space Center**

Space Vehicle Launch and Landing  
Cape Canaveral, FL  
*Joyce C. McDowell  
Natalie B. Colvin*



**Marshall Space Flight Center**

Space Transportation, Propulsion  
Systems, Space Systems, and Science  
Huntsville, AL  
*David E. Brock*



# SAIC Overview

## Customer Groups



## Market Segments

### Engineering, Integration, & Mission Solutions (EIMS)

- Analytics & simulation
- Engineering & Integration
- Program support
- Training

### Information Technology Solutions (ITS)

- Cloud & digital infrastructure
- Customer & end user
- Cyber
- Software

### Platform Integration, Logistics, Readiness, & Sustainment (PILRS)

- Weapons systems
- Ground combat & tactical vehicles (land platforms)
- Supply chain management
- System sustainment

Our business can be categorized into three areas that describe what we do and the markets we serve.



# Be Prepared To Discuss...

- Core Competencies/NAICS Codes
- Business Classifications And Size
- Relevant Past Performance
- Any Questions Regarding Specific Opportunities at NASA

## Before You Go, Check Out...

- NASA Office of Small Business Programs (OSBP) Website:  
<https://osbp.nasa.gov/>
- Acquisition forecast tool:  
<http://www.hq.nasa.gov/office/procurement/forecast/>
- Active Contract List (NASA Mobile App)

# NASA OSBP Mobile App (Available on iOS and Android)

- NASA Small Business Specialists (SBSs), contact information and ability to request appointments
  - Center Small Business Technical Advisors
  - Center Small Business Liaison Officers
  - Center PCR's
  - Center Ombudsman
- Active Contract Listings (including selective Contracts & RFPs)
- NASA Agency prime contract metrics
- “Fact or Fiction” Small Business Quiz





# Identify Your Product or Service

- Know the Federal Supply Class or Service (FSC/SVC) codes (<http://www.hq.nasa.gov/office/procurement/regs/FSCCodes.doc>) and the North American Industry Classification System (NAICS) codes (<http://www.census.gov/naics/>) for your products or services.
- Prepare a capability brief in both printed and electronic versions with an emphasis on Government work.

# Register Your Business

- Obtain a Data Universal Numbering System (DUNS) number (<https://www.dandb.com/product/companyupdate/companyupdateLogin?execution=e1s1>).
- Register with the System for Award Management (SAM) (<http://www.sam.gov>).
- Register with the NASA Vendor Data Base (NVDB) ([https://vendors.nvdb.nasa.gov/index.cfm?fuseaction=Vendor.challenge\\_screen](https://vendors.nvdb.nasa.gov/index.cfm?fuseaction=Vendor.challenge_screen)).

# NASA Vendor Database (NVDB)

- The NVDB allows representatives from both large and small vendors who wish to do business with NASA to:
- Post capability statements
- Receive e-mail updates regarding:
  - Sources Sought Notices
  - Requests for Information (RFIs)
  - Requests for Proposals (RFPs)
  - Office of Small Business Programs (OSBP) newsletter
  - Outreach Events





# Identify Your Target Market Within NASA

- Identify what each NASA Center (<http://osbp.nasa.gov/about-centers.html>) procures by reviewing its top NAICS code and the NASA Acquisition Forecast (<http://www.hq.nasa.gov/office/procurement/forecast/>).
- Review the NASA Web site (<http://www.nasa.gov>), the OSBP Newsletter (<http://osbp.nasa.gov/newsletter.html>), and industry publications such as Space News, Aviation Weekly, and Physics Today.
- Contact the Small Business Specialists (SBSs) (<http://osbp.nasa.gov/map.html>) located at each NASA Center for assistance on how to do business with that particular NASA Center.

# Agency/Center Breakdown by NAICS

Research Centers	Ames Research Center		Armstrong Flight Research Center		Glenn Research Center		Langley Research Center	
	541712		336411		541712		541712	
	561210		541712		561210		561210	
	541715		488190		541519		541715	
	541330		336413		236220		541512	
	541519		541313		541330		541611	

Space Centers	Johnson Space Center		Kennedy Space Center		Marshall Space Flight Center		Stennis Space Center	
	541712/541710		336414		336414		561210	
	481212		541330		541712/541710		236210	
	336414		561210		336415		325120	
	927110		541712		541715		541512	
	541330		517110		541330		541380	

Goddard Space Flight Center & Headquarters		Science Center
336414		
541712		
541330		
334511		
517919		

Jet Propulsion Laboratory		Center Federally Funded Research & Dev.
236220		
332710		
517410		
541380		
541511		

Agency	
541710/541712	
336414	
481212	
541715	
541330	

# Identify Current NASA Procurement Opportunities

- Identify current procurement opportunities in your product or service area by checking the Federal Business Opportunities Web site (<https://www.fbo.gov>), which can assist you in identifying NASA requirements and send you e-mail notifications of released requirements.



# SAIC's Small Business Opportunities

**We seek small businesses with the following:**

- **Innovative technology solutions and products**
- **Strong current and past performance**
- **Technical certifications (such as ISO®, CMMI®, PMP®, ITIL®)**
- **Necessary industry security clearance**
- **Customer knowledge and intimacy**
- **Commitment to ethics**
- **Financial Stability**
- **Understanding of federal acquisition processes**
- **Commitment to building a long-term relationship**

**Teaming is based on active marketing in advance of the release of a federal government, state and local government or commercial opportunity. Email and articulate the following 6-12 months in advance of the release of an RFP:**

- **Name of the opportunity and customer**
- **Unique capabilities relevant to the opportunity**
- **Past performance that is relevant to the opportunity**
- **Specific customer relationships and knowledge of their needs for the opportunity**

**We seek small business subcontractors as well as primes for strategic set-asides.**

**Web Site: [www.saic.com/sbp](http://www.saic.com/sbp)**

**Email: [smallbusiness@saic.com](mailto:smallbusiness@saic.com)**

# Investigate NASA Small Business Programs

- Explore other small business programs, such as the NASA Mentor-Protégé Program (<http://osbp.nasa.gov/mpp/index.html>), the Small Business Innovation Research Program (<http://sbir.gsfc.nasa.gov/>), and the Historically Black Colleges and Universities and Minority-Serving Institutions Program. Information on these and other programs is available on the NASA Office of Small Business Programs Web site (<http://osbp.nasa.gov>).

# NASA's FY2018 Top 20 Prime Contractors

PRIME CONTRACTOR	TOTAL DOLLARS
CALIFORNIA INSTITUTE OF TECHNOLOGY	\$2,712,916,278
THE BOEING COMPANY	\$2,247,075,176
LOCKHEED MARTIN CORPORATION	\$1,268,533,544
JACOBS TECHNOLOGY INC.	\$888,416,431
SPACE EXPLORATION TECHNOLOGIES CORP.	\$699,173,222
ORBITAL SCIENCES CORPORATION	\$653,839,438
UNITED LAUNCH SERVICES, LLC	\$455,470,330
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$437,946,874
NORTHROP GRUMMAN SPACE AND MISSION SYSTEMS CORPORATION	\$347,650,374
SIERRA NEVADA CORPORATION	\$338,699,662
AEROJET ROCKETDYNE OF DE, INC	\$306,452,943
ATK LAUNCH SYSTEMS INCORPORATED	\$286,867,630
WYLE LABORATORIES, INC.	\$274,511,355
RAYTHEON COMPANY	\$271,847,560
SGT, INC.	\$212,387,060
HARRIS CORPORATION	\$197,137,441
PERATON INC.	\$177,443,757
URS FEDERAL SERVICES, INC.	\$171,927,482
ASSOCIATION OF UNIVERSITIES FOR RESEARCH IN ASTRONOMY INCORPORATED	\$154,224,871
SYNCOM SPACE SERVICES LLC	\$153,153,338
<b>NASA'S FY2018 TOP 20 PRIME CONTRACTORS</b>	<b>\$12,255,674,764</b>

# NASA SMALL BUSINESS SPECIALISTS

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	<a href="mailto:Arc-smallbusiness@mail.nasa.gov">Arc-smallbusiness@mail.nasa.gov</a>
	Armstrong Flight Research Center	Robert Medina	661-276-3343	<a href="mailto:Afrc-small-business-office@mail.nasa.gov">Afrc-small-business-office@mail.nasa.gov</a>
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	<a href="mailto:Grc-smallbusiness@mail.nasa.gov">Grc-smallbusiness@mail.nasa.gov</a>
	Langley Research Center	Robert O. Betts	757-864-5717	<a href="mailto:Larc-smallbusiness@mail.nasa.gov">Larc-smallbusiness@mail.nasa.gov</a>
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	<a href="mailto:Jsc-smallbusiness@mail.nasa.gov">Jsc-smallbusiness@mail.nasa.gov</a>
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	<a href="mailto:Ksc-smallbusiness@mail.nasa.gov">Ksc-smallbusiness@mail.nasa.gov</a>
	Marshall Space Flight Center	David E. Brock	256-544-0267	<a href="mailto:Msfc-smallbusiness@mail.nasa.gov">Msfc-smallbusiness@mail.nasa.gov</a>
	Stennis Space Center	Kay S. Doane	228-688-1720	<a href="mailto:Ssc-smallbusiness@mail.nasa.gov">Ssc-smallbusiness@mail.nasa.gov</a>
SCIENCE CENTER	Goddard Space Flight Center	Elizabeth A. Haase	301-286-3443	<a href="mailto:Gsfc-smallbusiness@mail.nasa.gov">Gsfc-smallbusiness@mail.nasa.gov</a>
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	<a href="mailto:smallbusiness.programsoffice@jpl.nasa.gov">smallbusiness.programsoffice@jpl.nasa.gov</a>
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	<a href="mailto:nssc-smallbusiness@mail.nasa.gov">nssc-smallbusiness@mail.nasa.gov</a>

# NASA HBCU/MSI Technology Infusion Road Tour & Small Business Summit



NASA HBCU/MSI Road Tour, visit: <https://nasahbcumsiroadtour.eventbrite.com>

Federal Small Business Summit, visit: <https://nasafederalsbsummitnm.eventbrite.com>



# Upcoming NASA Small Business Outreach Events

Event/Meeting	Date	Location
NASA HBCU/MSI Road Tour at New Mexico State University	August 13-14, 2019	Las Cruces, NM
Federal Small Business Summit at New Mexico State University	August 15, 2019	Las Cruces, NM
KSC Business Expo	October 23, 2019	Cape Canaveral, FL
Regional Outreach Event	March 25, 2020	Charleston, SC
Regional Outreach Event	June/July 2020	Seattle, WA
HBCU/MSI Road Tour at Prairie View A&M University	June 2020	Prairie View, TX

For additional event information, visit: <https://osbp.nasa.gov/calendar-osbp.html>

# Contact OSBP

NASA Office of Small Business Programs  
Tel: (202) 358-2088

E-mail:  
[smallbusiness@nasa.gov](mailto:smallbusiness@nasa.gov)

Web site:  
[www.osbp.nasa.gov](http://www.osbp.nasa.gov)

NASA Vendor Database:  
<https://vendors.nvdb.nasa.gov>

# Contact SAIC

- **Bruce Emerson – NASA Programs**

[Bruce.G.Emerson@SAIC.Com](mailto:Bruce.G.Emerson@SAIC.Com)

**215 Wynn Drive, Huntsville, Alabama 35758**

- **Small Business Supplier Portal Registration**

[www.saic.com/suppliers](http://www.saic.com/suppliers)

**We encourage small businesses to register in our Supplier Portal to be considered for future opportunities. Registering your company profile does not qualify you as a vendor or guarantee you work with SAIC.**

# Summary

## Tips for a More Successful Event

- Know Your Company
- Do Your Homework
- Bring Specific Questions
- Remember Your Business cards and Capability Statement!

